

D R A F T

10 October 1986

MEMORANDUM FOR THE RECORD

FROM:

SUBJECT: CLAS and Cullinet

1. I called on 10 October to say that I was going to be in his area later that day and would like to drop off a copy of the one-pager I had done on CLAS to get his views on its scope and accuracy. While we were chatting, raised a number of points about his current thinking about CLAS and directions he was thinking of exploring.

2. He indicated that after five weeks of working on the project he was convinced that it was necessary for all three principal offices involved -- Logistics, Finance and Information Technology -- to be in agreement on how to proceed and that this objective could best be achieved by assuring that all three offices were satisfied that the commercial packages that are to be used fully met their individual requirements. At this point of CLAS development, OL and

STAT OIT appear to be comfortable with the selection of MSA as the primary contractor for all system functions, but OF management believes that Cullinet is a better choice for handling the financial aspects of the system. [] said that he was indifferent as to whether MSA or Cullinet were the contractor of choice but he did believe that it would be preferable to have a single contractor for all the application software rather than to have a mixed system. I indicated that I shared his views about the desirability of all three offices having equal enthusiasm about the project and the advantages of having a single contractor being accountable for the installation of the system.

STAT 3. Because Finance seemed to be less flexible than Logistics about reconsidering the relative merits of the two contractors, [] has decided to visit Cullinet late this month with key team members to get an update on the capabilities of the Cullinet packages. If the Cullinet software can meet the Agency needs as effectively as the MSA packages, then [] is prepared to consider switching mounts at this point in the ride. When I indicated an interest in the trip, [] invited me along and offered to make all the travel arrangements for me to accompany his group.

STAT 4. We briefly discussed the questions I'd raised about the interim evaluation and [] said that his people would be contacting me shortly to arrange a session to go over the points sometime next week.